

**CONTRACT**

**KKMJ-FM**  
**4301 Westbank Dr**  
**Escalade B, 3rd Floor**  
**Austin, TX 78746**  
**(512) 327-9595**

www.majic.com

And:

**KC Strategies, LLC**  
**3571 Far West Blvd #196**  
**Austin, TX 78731**

<u>Contract / Revision</u> 655675 /		<u>Alt Order #</u>
<u>Product</u> Texas Commissioner Pct 3		
<u>Contract Dates</u> 10/17/16 - 11/08/16		<u>Estimate #</u>
<u>Advertiser</u> Gerald Daugherty - Political		<u>Original Date / Revision</u> 10/06/16 / 10/06/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> KKMJ-FM	<u>Account Executive</u> Brianna Parks	<u>Sales Office</u> Austin Local
<u>Special Handling</u>		
<u>Demographic</u> Persons 12+		
<u>Agy Code</u>	<u>Advertiser Code</u>	<u>Product 1/2</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	KKMJ	10/17/16	11/08/16	M-F	6a-10a		1:00				NM	26	\$4,550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
	Week:	10/17/16	10/23/16	MTWTF--				8	\$175.00				
	Week:	10/24/16	10/30/16	MTWTF--				8	\$175.00				
	Week:	10/31/16	11/06/16	MTWTF--				8	\$175.00				
	Week:	11/07/16	11/13/16	MT-----				2	\$175.00				
<b>Totals</b>								<b>0.00</b>				<b>26</b>	<b>\$4,550.00</b>

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
09/26/16 - 10/30/16	16	\$2,800.00	(\$420.00)	\$2,380.00
10/31/16 - 11/08/16	10	\$1,750.00	(\$262.50)	\$1,487.50
<b>Totals</b>	<b>26</b>	<b>\$4,550.00</b>	<b>(\$682.50)</b>	<b>\$3,867.50</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Agency and Advertiser agree and acknowledge that Station's Advertising Terms and Conditions govern this contract. Station's Advertising Terms and Conditions are available at www.entercom.com.

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☐ **FEDERAL CANDIDATE**

☒ **STATE/LOCAL CANDIDATE**

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

<b>Station and Location:</b>	<b>Date:</b>
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I, Chad Crow of KC Strategies, LLC,

being/on behalf of: Gerald Daugherty,

a legally qualified candidate of the Republican

political party for the office of: Travis County Commissioner Pct 3

in the General Election

election to be held on: 11/8/16

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
See attached excel spreadsheet					

**Attach proposed schedule with charges (if available):**

I represent that the payment for the above described broadcast time has been furnished by:

## Friends of Gerald Daugherty

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Hector DeLeon

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

***To Be Signed By Candidate or Authorized Committee***

8/8/16

Date \_\_\_\_\_

**Signature**

**To Be Signed By Station Representative**

**Accepted**

☐ **Accepted in Part**

☐ Rejected

**Signature**

Printed Name

**Title**

## AGREED UPON SCHEDULE

(TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF  
CANDIDATE'S REQUEST)

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

**Attach proposed schedule with charges (if available):**

## AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- 1) actual air time and charges for each spot;
- 2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- 3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual times the spots air and the rates charged, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that specific spots aired and the rates charged. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.

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**Kelly Roberson**

**Subject:** FW: Q4 political

**From:** Jennifer Buck [mailto:[Jennifer.Buck@entercom.com](mailto:Jennifer.Buck@entercom.com)]  
**Sent:** Wednesday, October 5, 2016 11:19 AM  
**To:** [kc@kcstrategies.com](mailto:kc@kcstrategies.com)  
**Subject:** RE: Q4 political

Looks good! I will get it booked ☺

**Jennifer Buck** | General Sales Manager  
O: 512.329.6231 | F: 512.329.6252  
[jbuck@entercom.com](mailto:jbuck@entercom.com)  
*Traffic Email:* [AustinTraffic@entercom.com](mailto:AustinTraffic@entercom.com)



**Entercom Austin**  
4301 Westbank Dr.  
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Austin, TX 78746

**From:** Chad Crow [mailto:[kc@kcstrategies.com](mailto:kc@kcstrategies.com)]  
**Sent:** Wednesday, October 05, 2016 10:46 AM  
**To:** Jennifer Buck <[Jennifer.Buck@entercom.com](mailto:Jennifer.Buck@entercom.com)>  
**Subject:** RE: Q4 political

How does this look to you? All :60's. Also, NAB form is attached.  
Chad

Ps: I figure it goes without saying, but on the week of 11/7, we only want the ads to run on the 7<sup>th</sup> and 8<sup>th</sup>.

Station	Day Part	Program	10/17	10/24	10/31	11/7	Total	Rate	Total
KJCE-AM	M-F 6-8a	Laura Ingraham	10	10	10	4	34	\$25	\$850
KJCE-AM	M-F 3-7p	Sean Hannity	10	10	10	2	32	\$25	\$800
KKMJ-FM	M-F 6a-10a	Adult Contemporary	8	8	8	2	26	\$175	\$4,550

**From:** Jennifer Buck [mailto:[Jennifer.Buck@entercom.com](mailto:Jennifer.Buck@entercom.com)]

**Sent:** Monday, October 3, 2016 9:47 AM

**To:** [kc@kcstrategies.com](mailto:kc@kcstrategies.com)

**Subject:** RE: Q4 political

**Importance:** High

Morning Chad. I took a look at the inventory situation on KKMJ and I can give you a little better deal that the NPE rates but not much. Q4 is always our busiest time of the year. I am fine if you use the LUR rates on KJCE though.

Here is what I can do on KKMJ:

M-F :60s

AMD- \$175

MID- \$130

PMD- \$175

EVE- \$50

Sat- Take \$15 off the rates

Sun- Hold

Please let me know if this will work. I want the business on KKMJ for sure!  
Have a good Monday.

Best,

Jennifer

**Jennifer Buck** | General Sales Manager

O: 512.329.6231 | F: 512.329.6252

[jbuck@entercom.com](mailto:jbuck@entercom.com)

*Traffic Email:* [AustinTraffic@entercom.com](mailto:AustinTraffic@entercom.com)



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